Specialized staff, software, loan forms, policies, loan review, analysis required as complexity of loan increases

Participations become important as size of loan increases due to increased exposure

<\$250,000 Mom & Pop SBA Loans Business Loans Commercial Loans Corporate Financing Small Bus Start-Ups Small Bus >\$250,000-\$2 Mill \$2 Mill - \$20 Mill \$20 Mill - \$1 Billion Loans Loans Retail, RE, LOC, Real Estate, Multi-Family Large Projects, Bonds, Extensive-servicing issues Etc Personnel required are Approval and Strength of the Beginning of a more More sophisticated Loans in this category similar to consumer servicing of borrower sophisticated analysis analysis required of cash take significant process. Many of the flow, leases, real estate or expertise and should lending since borrower loans require continues to be a is key to credit issues. specialized primary factor components of the next collateral, borrowing not be attempted Funds borrowed from category plus borrow entity, legal issues, debt knowledge. plus collateral unless that experience review are included. This service coverage, type of is on staff. Amount of friends or family to Numerous value. Triple business, business help start in some government coverage of the depends upon the entity, participation held must debt-borrower size of loan within this concept, amount to hold be carefully cases. requirements and limitations for guarantee, cash category and importance on books, review of considered. of borrower in the loan financial statements, tax loans to qualify flow & collateral for the effect approval approval. Critical returns, RMA Sic codes, importance has shifted guarantees. and rates. liquidity, taxes, appraisal, Personnel from the borrower to the servicing issues and other key components of the required to have loan itself. loan. May not want to specific training and experience. hold the entire loan due to amount of exposure.

Progression of Needs for a growing Business